

MOTORS

Several New Pleasure Cars
Are Shown in Washington

ACCESSORIES

New Tires and Accessories
Add to Comfort of Motorists

TIRES

FRANK E. SMITH KNOWN
AS A BUSINESS DOCTORWell-known Figure in the Automobile
World Wins Success in His Chosen
Work of Aiding "Ailing."

ORIGINAL IDEAS WIN PRAISE

Frank E. Smith, one of the best-known men in the automobile industry, is credited with having produced a system of business "doctoring" that is winning him success and praise. Smith is called a "business diagnostician." He has had considerable experience in rebuilding run-down businesses and in solving many complicated business problems. He has also a good record in the capacity of receiver for different concerns, all of which has equipped him for his specialty.

In discussing his original ideas and plans Mr. Smith says:

"Big business suffers as many ills as the flesh is heir to and perhaps in more acute form. It is the duty of the business doctor to be able to cure these business ills. Of course, to anticipate and head off such troubles before they become chronic is of first importance. But there are a multitude of business ills that are daily developing and weakening the strength of the victims until they are 'downed.'

"The business diagnostician must be a man of practical experience. He must also be a diplomat. His work must be constructive, he must inspire confidence and in a short time cure the ills that took a long time in growing. He must eliminate all guesswork and must show progress from the start."

"No more hide and mighty, selfish and extravagant administrations of large properties, such as are now being laid bare in the New Haven Railroad investigation, will be tolerated by either stockholders or government in future. Investors, large and small, are demanding protection for their money invested in stocks or bonds—financial institutions are drawing in their lines and requiring their clients both actual and prospective, to 'show' them as never before; the tired heads of many large business houses are suddenly coming to realize that their business has outgrown them and is no longer a 'one-man' proposition and that the profits are not increasing with the volume of business, because they have failed to carry around them an organization capable of carrying on what they have started."

"Many can criticize, but few can suggest a remedy and but a very small proportion of this few can actually administer the dose and bring the patient to a convalescent condition. To build up an efficient organization through years of effort is no small task, but to reorganize and revamp a long-established business in a short period is infinitely harder and is an art only acquired by long years of study and diversified business experience and natural acumen."

ANCIENT CAR ON LONG TOUR.

Pat Kennedy and A. E. Moore are making a tour from Los Angeles to New York in a Studebaker car of the vintage of 1901, which already has a record of 40,000 miles. Under the terms of a wager the men are not to replace a single part on the car and are only to make such repairs as they can make unaided on the road.

AUTOMOBILES.

FOR HIRE.

TOURING CARS AND LIMOUSINES—by hour, day, or week. Expert automobile repairing. STANDARD GARAGE, P. L. Taylor, 312 14th St. N. W. Tel. N. 555.

5 AND 7-PASSENGER AUTOS.
\$2 and \$3 per hour.
None Better.
AUTO HIRE CO., Lincoln 258.

FOR HIRE—4-passenger, \$15; 7-passenger, \$25 per hour. Potomac Road, 12th & Pa. Main 927.

Studebaker

Commercial Auto & Supply Co., 317 14th St.

About People You Know
Along Automobile Row

Miller Brothers, automobile and supply house, report the sale of the following Ford cars during the past week.

Touring—Anna S. Chantland, George A. Harlow, William W. Day, K. L. Preston, A. L. McDowell, J. F. Ketchner, Mrs. J. H. Bodine, Dr. Alfred Richards, James Gray, G. J. Hughes, Basil Gordon, W. A. Simpson, W. M. Flinnason, Mrs. M. H. Garner, A. S. Caywood, R. Menefee, George H. Townsend, E. H. Hand, Eugene Gaddess, A. L. Hunt, George F. A. Stutz, Frank M. Stone, A. C. Whitton, D. P. Bonner, H. G. Machen, John M. Watson, E. R. McCormick, E. C. Van Allen, H. E. Bittlinger, E. L. Simpson, Dr. F. H. Morhart, L. J. Grieb, W. W. Easter, W. F. Hale & Co., J. N. Abel, Edw. Gash, A. Gude, L. H. Quirrollo, H. W. Shippe.

Runabouts—Potomac Electric Power Company (2), Roanoke Road, R. C. Mangum, W. W. Woodworth, C. & P. Telephone Company (3), Smith Lockwood Mfg. Co. (2).

Delivery—Samuel M. Tucker, Smoot & Jeff, George C. Altman, Geo. J. R. Mader, Charles H. Kettler, White House, Coupe—J. P. Arnold & Co.

J. J. Haas, manager of the Firestone tire branch, is attending the summer meeting of the Society of Automobile Engineers at Cape May, N. J., as the guest of J. Firestone.

J. M. Stoddard left yesterday in a Cadillac touring car for his summer home in West Springfield, N. H. He was accompanied by Louis Weaver and David Unwin. They will return next week.

Francis S. Duff has been appointed manager of the motor truck department of the Catercar Sales Company, distributors at Cape May, N. J., as the guest of J. Firestone.

The Cole Motor Sales Company report the sale of five passenger touring cars to C. R. Cornwall and Hallinan Bros., Richmond.

C. C. Leventon, manager of the Cartercar Company, just completed a six-day trip in a five passenger Cartercar, touring model, from the factory in Pontiac, Mich. An average of twenty-five miles per gallon of gasoline was made, said Mr. Leventon. While in Washington Mr. Leventon and his wife will be the guests of Mr. Woodruff and Mr. Reed, of the Cartercar Company, local agents for the Cartercar.

Henry Cunningham, of the Motor Sales and Service Company, reports the sale of a "B" five passenger Marmon touring car to Miss Ada C. Payne. The car is electrically equipped.

F. J. Rowan, connected with the Triple Action Shock Absorber Company, of Chicago, Ill., who manufactures the Johnson shock absorber, is the guest of Henry Cunningham. Mr. Rowan has just made a very successful trip through the East establishing agencies, and hopes to close the local agency on Monday.

A. H. McCormick, Jr., and C. M. Dow, formerly with the C. T. Silver Motor Company, agents for Overland in New York, have formed the Hupmobile-Washington Company, with a salesroom at 1612 Fourteenth street northwest. A large shipment of these popular cars will arrive in Washington the first part of this week. The agency was placed by H. A. Reifenzberg, factory representative of the Hup Mobile Car Company.

J. J. Haas, branch manager of the Firestone Tire and Rubber Company, has gone to Cape May, N. J., to attend the meeting of the Society of Automobile Engineers, in company with R. J. Firestone.

FATE OF GOOD ROADS
BILL IS UNCERTAIN

Democrats Will Have Trouble in the
Fall Elections, Says A. A. O'Fallon
if Measure Is Delayed.

DELAY MEANS LOSS OF VOTES

"That Congress will adjourn and go into the fall elections without grasping the opportunity to win overwhelming popular approval by the enactment of Federal road legislation seems unbelievable," is the comment of Dr. H. M. Rowe, of Baltimore, first vice president and acting president of the American Automobile Association during the European absence of John A. Wilson, of Franklin, Pa.

"Rumors are afloat, however, that good roads legislation will be laid on the table at this session of Congress, through a declaration on the part of the Senate Committee on Postoffice and Postroads to report the measure, which overwhelmingly came to it from the House. If this is the case, the Democratic party is disregarding a chance to achieve a brilliant strategic advantage in the coming election."

"The voters in the rural districts are almost unanimous in favor of Federal aid to roads. They are expecting and demanding such aid. Such opposition as exists is feeble and half-hearted."

"Tariff legislation, currency reform, canal tolls, anti-trust bills, are all storm centers of discussion, but however important may be the policies advocated by the party in power, they are far removed from the direct interests of the people, and in effect create only targets for the fire of the opposition. To neutralize the attack which is sure to come, the party in power should not overlook this golden chance to win the affection and support of the country voters."

"If the Democratic party passes up this opportunity there will be many an anxious moment for the stump speaker when he tries to explain why, in all the multitude of legislative enactments, good roads were overlooked."

"It is better to deal with the situation now from the standpoint of good politics than to wait until after adjournment, for then it may be that all the King's horses and all the King's men can't put Humpty Dumpty together again."

OVERLAND WILL PUT
NEW CAR ON MARKET

"An announcement of more than usual interest to the general automobile trade and the public, but more particularly to the many dealers who handle Overland cars, has just come from the Willis-Overland Company," said B. H. Harper, of the Overland-Washington Motor Company.

"So quietly that even the intimates have had no inkling of the plans. Overland engineers have for the past season been developing and testing a new, seven-passenger car which in points of value, equipment, and price, bids fair to outclass anything that has been offered heretofore."

"In spite of the production of 50,000 cars, this year, the demand for Overland cars has been so great during the season just drawing to a close that the principal difficulty of the dealer has been to obtain a plentiful supply of Overlands."

"As announced some time ago, the factory will materially increase the production of four-cylinder models for 1915, while the new six-cylinder Overland, whose preparation has been so carefully guarded, will, for some time, serve the purpose of giving Overland dealers a line of cars so complete and inclusive as to enable them to satisfy the varying demands of their customers with the product of a single manufacturer."

"After having been passed upon by Mr. Willis and his sales staff the production of the six will progress with the usual Overland celerity, so that an adequate supply of them will be ready for the market in the late summer or early fall."

EXIT THE ARMY MULE;
ENTER MOTOR TRUCKS

Blatant Protest of Long-eared Equine
Is Succeeded in Mexico by the
Honk of Auto Horn.

STAND HARD TEST ON BORDER

The army mule, dear to the hearts of civil war veterans, is no more. In place of the blatant protest of the long-eared equine comes the chug, chug of the motor truck. Instead of the crack of the black snake, and the violent but picturesque language of the mule drivers, comes only the honk of the auto horn.

When the Mexican situation made it necessary for Uncle Sam to send men and war supplies to the border, motor trucks were the means employed.

Out of Los Angeles, headed southward, was soon observed a five-ton motor truck, loaded to its capacity and traveling under orders to make the trip in the best possible time.

This truck was detailed for duty between San Diego and Tacharia. The trip from Los Angeles to San Diego was anything but a pleasure drive, through the deep sand of the low places and across the branch of rock coast, where the roads were little more than rough trails hewed out of the rocky surface.

The broad Firestone solid tires, however, kept the truck moving right along. Even in the deep sand the dual tires in the rear held the wheels well to the surface. When gravelly stretches were crossed, where the rolling pebbles prevented a firm grip on the trail, the resilient rubber found a grip somewhere. In spite of all handicaps, the trip from Los Angeles to San Diego, a stretch of 140 miles, was made in thirteen hours. Some difference between this and the tedious, drawn-out overland trip in the days of the army mule.

Stopping for a short time only at San Diego, they proceeded eastward along the Mexican border. During the first three days of service the truck covered 400 miles.

"An examination was made at this time and the tires showed little wear after this three days of strenuous usage," said J. J. Haas, manager of the Washington Postoffice and Postroads, who is the Firestone Tire and Rubber Company.

FIGURES TO PROVE
HUPMOBILE ECONOMY

C. M. Dow Shows It Costs an Average
of 2.7 Mills Per Mile for
Upkeep of Car.

"A very prominent official in public life," said C. M. Dow, of the Washington Hupmobile Company, "asked me the other day wherein we based the foundation on which we make such 'broad' statements with reference to Hupmobile economy."

"Now, a year ago, a question of this sort would have been a 'poker,' for at that time we did not have on hand the exact figures to back up such a claim."

"But not long ago, in order to determine just exactly what Hupmobile owners have spent in repair costs, our auditing department gave me a report on all the repair parts sold to Hupmobile owners in the last five years. This record showed that on the \$300 Hupmobiles now in use, that the average cost per car for repair parts—bearing mileage at about 1,000 miles per car, per year, is 2.7 mills per mile—hardly more than one-fifth of a cent. Needless to say, this proved a big surprise to my inquiring friend."

FOR TIRES OR GOLF,
LONG DRIVE IS GOOD

Ajax Agent Points Out Similarity Between Golfing and Autoing.

"In using automobile tires, as in playing golf, long driving is highly desirable," says B. Holland, of Columbia Vehicles Company, local agents for Ajax tires.

"Good length on the drive means a lot to the man on the links; it means no less to the man who is paying for his casings."

"There are more points of similarity between golfing and tire using than that. Look out for the slice. The slice in driving comes from cutting across the ball. It cuts distance off the drive. Slice and cuts in the tire tread take distance off the tire mileage."

"Keep your eye on the ball, they say in golf. Keep your eye on the bill, they say in tire providing. When the head comes up, you miss your shot in golf. When the bill mounts up with tires, you don't miss your shot, you pay it."

"Putting a pull on the ball is a good thing for distance in golf. But it doesn't take any pull to get distance with tires when they are Ajax."

CYCLECAR RACE MEET
PROVES GREAT SUCCESS

Amateur Drivers at Teaneck, N. J.,
Surprise Paid Demonstrators
in the Events.

THEY AVERAGE GOOD SPEED

America's first cyclecar race meet, held at Teaneck, N. J., June 12, was the first event sanctioned by the Cyclecar Association of America.

The events were won by amateur drivers, they conclusively out-driving the paid demonstrators in every event. William Bouldin, 35, the Newark millionaire aviator and champion American auto polo player, won the McIntyre trophy offered by W. H. McIntyre of the Imp Cyclecar Company for the driver winning the greatest number of points.

The 1,200-yard hill climb on this course was made in 36 seconds from a standing start, and the reverse gear hill climb of seventy-five yards in 13 seconds. Both events were won by Bouldin.

Previous to the races a forty-mile reliability run brought out eight cars with a perfect score. The little cars averaged over forty miles to the gallon of gasoline, and proved under official observation that they can go where a larger powered and heavier automobile cannot travel without injury to mechanism. The club will repeat its meet and run on Labor Day with the addition of a gallon economy fuel test.

OLDFIELD TO DRIVE STUTZ.

Noted Pilot Entered in Sioux City Race Meet.

Harney Oldfield, one of the best-known racing pilots in the world, will be one of the principal attractions of the 30-mile race at Sioux City on July 4, where he will drive the same white Stutz racing car he drove in the 500-mile international sweepstakes at Indianapolis on May 30, and won fifth place, finishing ahead of all other American entries. Gil Anderson, winner of the 1913 Elgin national road race, will pilot the second Stutz entry, and Gil is liable to repeat his Elgin victory on July 4.

ENGLISH AUTOMOBILISTS
LIKE THE FORD CARS

Trade Boom in Great Britain Increases
Sales of the Detroit Car.

Detroit, Mich., June 27.—P. L. D. Perry, general manager of the Ford Motor Company in England, and H. P. White, continental manager, with headquarters at Paris, arrived recently on a visit to the parent plant at Detroit. The European officials' primary object was to hold a conference with Henry Ford and other executives in connection with Ford business on the other side of the Atlantic.

Asked regarding the motor industry in England, Mr. Perry said it could hardly be in a more flourishing condition. "England has been enjoying an unprecedented trade boom for the last three years. Work has been plentiful and many people have been making money. This, perhaps, has benefited our business more than any other one thing, for the Ford plant is increasing its output more rapidly than any other. Although established a comparatively short time, we are turning out more cars than the five next largest plants put together, and are increasing our capacity as fast as possible. We seem to have entered the British field at the psychological moment."

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Put the difference in the bank. The saving between Ford cost and heavy car cost is "velvet" for the prudent buyer. He knows the Ford not only saves him dollars, but serves him best. It's a better car sold at a lower price and backed with Ford service and guarantee.

\$500 for the runabout; \$550 for the touring car; and \$750 for the town car—2, 3, 4, 5, 6, 7, 8, 9, 10, 11, 12, 13, 14, 15, 16, 17, 18, 19, 20, 21, 22, 23, 24, 25, 26, 27, 28, 29, 30, 31, 32, 33, 34, 35, 36, 37, 38, 39, 40, 41, 42, 43, 44, 45, 46, 47, 48, 49, 50, 51, 52, 53, 54, 55, 56, 57, 58, 59, 60, 61, 62, 63, 64, 65, 66, 67, 68, 69, 70, 71, 72, 73, 74, 75, 76, 77, 78, 79, 80, 81, 82, 83, 84, 85, 86, 87, 88, 89, 90, 91, 92, 93, 94, 95, 96, 97, 98, 99, 100.

MILLER BROS. AUTO AND SUPPLY HOUSE,
1105-07 14th St. N. W.,
Phone Lincoln 4000. Phone North 4105.

CARTERCAR MOUNTED
JEFFRIES' 40 STEPS

Bert Davis, Los Angeles Business
Man, Made a Strange Call on
Retired Pugilist.

In the olden days when there was a call to be made on a duke or an earl the post chaise lumbered out and the visit made in state. Even now the kings and queens of Europe require a coach-and-four to go from place to place when they wish to be formal.

One of the strangest calls by auto ever recorded was that made recently by Bert Davis, a Los Angeles business man on the one-time champion Jim Jeffries. Mr. Davis met Jeffries one day and said to him, "I am coming out to call on you some day, may I come right up to the door with my Cartercar?"

"Come ahead," said Big Jim, "but I don't think you will get far."

He was thinking of the immense flight of forty-one concrete steps which leads to his home and naturally knowing how steep they are he did not think any automobile could come up them.

Soon after Mr. Davis gathered together a party of friends, and started out to make the call. That their host was unused to having his guests call on him in this manner is shown by the interest which he took in the ascent. All the time the Cartercar was slowly mounting the steps Mr. Jeffries stood at the top awaiting them with a smile.

As the gearless transmission car neared the top of the long flight, Big Jim remarked, "I built those steps for the exercise it would be to mount them, but it looks now as if even I would have to begin riding up."

MAKES PERFECT SCORE.

That even a reliability run in these days of mechanical achievement can reveal something new and unusual was demonstrated at the recent contest held by the Chicago Athletic Association and the Chicago Automobile Club in a run to Peoria, Ill., and back. By long odds the most discussed feature of the contest was the winning of a perfect score by a

Cadillac coupe, the only car of that type in the event.

Among the contestants was George B. Dryden, a director in the C. A. A. Mr. Dryden had never been in a reliability run, and, doubtful of his ability to handle a car under such conditions was about to decline to participate. At the last moment, however, he elected to pilot his Cadillac coupe.

So well did he drive and so satisfactorily did his coupe perform, that Mr. Dryden not only earned a clean score, but satisfied himself that his coupe was as fast as any of the machines in the run, and as economical as many a smaller and lighter car. Moreover, on the return from Peoria Mr. Dryden had the laugh on the other contestants because of the hard rain that fell.

At the banquet following the run, Mr. Dryden was voted a medal as the only man who had ever driven a coupe to victory in a two-day reliability contest traversing 220 miles.



COME ON
Join the Great Army of Enthralled Elastic Riders of
THE GOOD OLD
EXCELSIOR

The Power, Speed, and Reliability of the EXCELSIOR makes every rider an enthusiastic supporter of the machine that has brought him all the pleasant side of motorcycling with the least of its troubles and worry.

If you cannot afford a new motorcycle at this time, why not purchase a good second-hand motorcycle? We have a large number of all makes to select from. Terms will be made to suit.

Haverford Cycle Co.
523 10th St. N. W.
Agents and Distributors.

"We Build Better Tires
Than Goodyears"

That—in effect—is what makers say when they charge you higher prices. And 16 makers do that. They are asking for tires up to one-half more than present Goodyear prices. The inference is wrong. Those extra prices are all unjust. The verdict of users—as shown by sales—is that No-Rim-Cut tires are the best in the world. And in four ways they certainly are.

That Is Impossible

It is utterly impossible, so far as men know, to build a better tire than Goodyear, measured by cost per mile.

For years and years we've employed scores of experts to find out ways to better them. Their efforts have cost us \$100,000 per year. No-Rim-Cut tires mark the present-day limit, to the best of their belief.

How They Excel

No-Rim-Cut tires, in at least four ways, excel every other tire.

Our No-Rim-Cut feature—which we control—is found in these tires alone.

Our "On-Air" cure is employed by no other maker. This extra process costs us \$450,000 yearly, but it saves many times that in blow-outs.

Our rubber rivets—formed to combat tread separation—are a patent feature found in no other tire.

Our All-Weather tread

—the greatest anti-skid—is an exclusive Goodyear feature. It is tough, double-thick and enduring. It is flat and smooth, yet it grasps wet roads in a restless way with countless deep, sharp-edged grips.

What We Save

Our matchless output and modern equipment have immensely cut cost of production. They have cut our overhead cost 24 per cent, our labor cost 25 per cent. We have also cut our profits, until last year they averaged 6 1/2 per cent.

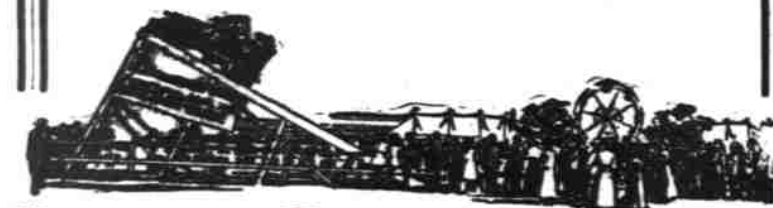
No-Rim-Cut tire prices dropped 28 per cent last year. They are half what they used to be. But never before was the quality so high as it is today.

Smaller makers can't compete on any high-grade tire. That's another reason for getting Goodyear tires.

Almost any dealer will supply them.



THE GOODYEAR TIRE & RUBBER COMPANY, AKRON, OHIO
This Company has no connection whatever with any other rubber company which uses the Goodyear name.
Any Dealer can supply you Goodyear Tires. If the wanted size is not in stock he will telephone our Local Branch.

Climbing a 50% Grade From
a Standing Start

A car that can do this gives assurance to its owner that he can go anywhere that any automobile ought to go.

The Cartercar can be relied upon.

Why?—because of its gearless drive simple construction—you can get just the leverage and speed you need.

Reduces Tire Expense Upkeep Expense Adds To Your Bank Account To Your Comfort.

Make Us Prove It

ALL CARTERCARS ARE ELECTRICALLY
LIGHTED AND STARTED.

Cartercar Sales Co., Inc.
1801 14th St. N. W. Phone North 1202



The Trumbull Cyclecar

America's Finest Completely Equipped Cyclecar

The Trumbull is built with many special features and extra equipment, such as the mechanical starter, electric lights, and horn, interchangeable wire wheels, and a top and windshield of special design.

OTHER FEATURES

Four-cylinder motor, 14-18 H. P., Splitdorf magneto, friction-chain transmission, four speeds, forward and reverse; left steering, single lever control; wire wheels for any hub, front or rear; 30-inch wheel base, semi-elliptic springs.

We invite inspection. Ask for appointment for demonstration. Write or phone for free descriptive circular and catalog.



THE
TRUMBULL CYCLECAR CO.
1619 14th St. N. W.

J. E. DAUGHERTY
General Manager